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STATE DOCUMENTS

MONTANA LIQUOR CONTROL BOARD



Tim M. Babcock
Governor of Montana

J. E. RAFN
Chairman of the Board

OAKLEY E. COFFEE
ASHTON JONES
Members of the Board

J. E. MANNING
Administrator

July 1, 1961
through
June 30, 1962

25th Anniversary
of Licensed Premises

Letter of Transmittal

State of Montana
Liquor Control Board

Helena, Montana



TO HIS EXCELLENCY GOVERNOR TIM BABCOCK
Governor of Montana

Dear Governor Babcock:

Submitted herewith is the 29th Annual Report of the Montana Liquor Control Board. As required by law, this covers the fiscal year ended June 30, 1962.

The true measure of performance by this Board is not fully told in the statistical columns nor operating statements herein. They do show that this operation produces vast revenues for local, state and federal governments in addition to paying the entire costs of its own operations.

Beyond these bare statistics is the larger picture. This includes: (1) The challenges given to the state by the voters to successfully control within a beneficial area one of Montana's important industries; (2) how this duty has been balanced with the responsibility of serving the General Public's necessities and conveniences, and (3) how great a stake the citizens of Montana have in this growing Public Enterprise and why they should increase their interest in it, just as benefitting stockholders would in any corporation.

Therefore, to more fully present this record year, we offer this Annual Report in as clear and meaningful form as we can make it.

Sincerely yours,

MONTANA LIQUOR CONTROL BOARD

J. E. Rafn, Chairman
Oakley E. Coffee
Ashton Jones

J. E. MANNING, ADMINISTRATOR
DELL A. LLOYD, CHIEF ACCOUNTANT
VERNA M. THURSTON, TRAFFIC MANAGER

L. H. CHRISTENSEN, ASSISTANT ADMINISTRATOR
EUNICE T. LIPPERT, PURCHASING AGENT
MICHAEL NICK, WAREHOUSE SUPERINTENDENT

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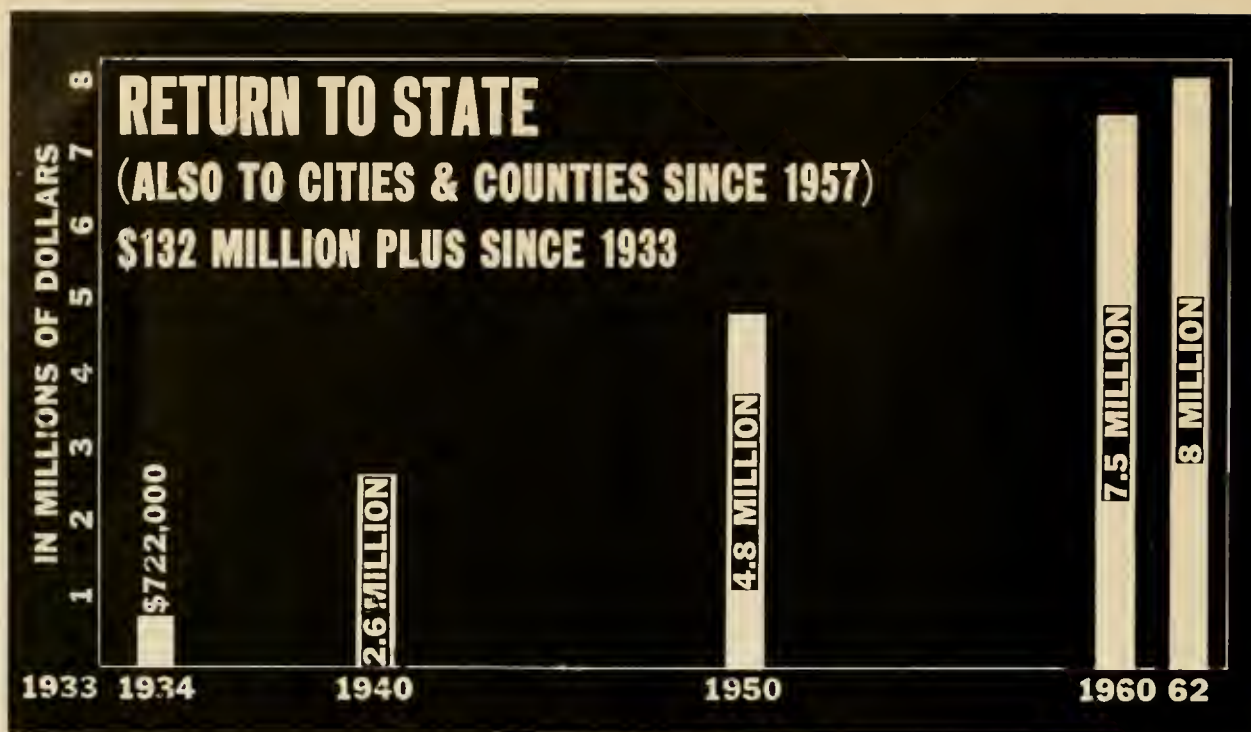
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ANNUAL REPORT

by the

MONTANA LIQUOR CONTROL BOARD

(For year ended June 30, 1962)

HISTORY

The Montana Liquor Control Board was created by the Legislature in 1933. It started work with little more equipment than a copy of the new law and without money. The "State Liquor Control Act of Montana," and the related "Montana Beer Act" were approved March 14, 1933, by then Governor J. E. Erickson. These laws were born in the Senate, and concurred in by the House of Representatives. The origination in the Senate emphasizes the **"control" thinking** of the supporters. An act for the primary purpose of raising money must, of course, be born in the House of Representatives.

Without an appropriation, money was borrowed to buy the first carload of whiskey, and just one could be afforded. Four state stores—in Helena, Butte, Missoula and Great Falls—opened on Friday before Christmas Monday 1933. The first liquor was distributed from the converted, rented warehouse of a produce wholesale concern on Front Street, a few hundred feet south of the present State Warehouse. In some stores, shelving was begged or borrowed. First orders were made at a cost of \$1 a quart, freight on board at Louisville, Ky. The first customers were limited to two quarts each, until the stock could be built up. One associate of those first days recalls how the money was counted hurriedly after the first rush and sellout to determine that the state could buy another carload immediately.

A special session of the Legislature in 1934 made the first **and only** appropriation for the state's liquor operation. This \$100,000 was repaid as asked within the year, in December 1934.

SILVER ANNIVERSARY

The year ended June 30, 1962, was the 25th anniversary of Montana's liquor system as it is today. That is, when drinks were first sold across the

bar, which the Legislature first allowed in 1937.

ORGANIZATION

The Governor appoints the three members of the Montana Liquor Control Board, for four-year terms each, subject to Senate confirmation. No more than two members may represent the same political party. They serve without salary but are paid \$15 a day for the two, occasionally three days, they meet monthly, plus traveling expenses. The present board members are Chairman J. Edward Rafn, Ashton Jones and Oakley E. Coffee. The administrator is J. E. Manning.



J. Edward Rafn



Ashton Jones



Oakley E. Coffee



J. E. Manning

(Organization—continued)

The Board appoints the administrator, now paid \$7,000 annually; the assistant administrator, at \$5,600 a year, and other employees.

The law specifically authorizes the Board to hire or discharge employees of the Board, or to delegate this to the administrator. The system has 153 state retail stores with a warehouse-central office in Helena.

There are fewer persons operating the Montana state liquor system today than 10 years ago, or in its beginning years of the 1930s. For the entire state, counting state stores, there were 331 regular employees at the start of this 30th year of operation. This is nine persons less than in 1952, and it is 11 less than a normal year checked in the '30s. Excluding the state stores, the employees in the central office, warehouse, auditing and inspecting totaled just 67. This compares with 90 employees in these areas in November 1952.

AUTHORITY

The law provides the Board with full authority to direct and control the internal affairs of the enterprise as an

operating unit.

As a nation we were so repelled by social problems connected with liquor in the first two decades of the 20th Century that alcoholic beverages were prohibited. Montana has experienced two extremes of control—the saloon era of lax control and the criminally controlled liquor industry of the prohibition era, with its gang wars and manufacture of lethal and poisonous spirits in uncontrolled and unsupervised stills. Montanans reacted so strongly that they voted dry ahead of most of the nation. The present control system was designed to correct the abuses of past methods, and since rebirth the liquor industry has had a regulated existence. This was the thinking that prevailed in 1933 when just state retail stores were opened. Saloons continued to be outlawed. Further reflective of the temper of those times, in 1937 the Legislature set aside \$5,000 of liquor revenue for a temperance commission fund.

EXTENT OF CONTROL

Local community control is the key factor in Montana's liquor system. From the outset, home rule has been accented (1) on whether alcoholic beverages shall be

sold or halted in any Montana county; and (2) on how well laws concerning alcoholic beverages are enforced. First, the Legislature provides that upon application signed by one-third of the voters in any county, the county commissioners must order an election to determine whether any spirituous beverages may be sold within the county. It is indeed a compliment to the state liquor administrators and Boards that, because of their high level stewardship of the liquor control law, no county has ever voted dry since the law became effective. Secondly, the Legislature levied a 4 per cent tax on the retail price of alcoholic beverages and this money is returned to the local communities to defray local law enforcement costs. Three per cent is returned to the incorporated cities, and one per cent to

counties, prorated on the basis of the state store sales in the jurisdiction of each political subdivision. The law provides that local law enforcement authorities arrest and prosecute violators of the liquor laws. The state liquor inspectors cooperate with local authorities. When the local authorities convict an operator of a licensed premise, the Board of Liquor Control is directed to suspend the involved license up to 90 days, or to revoke it.

CITIZENS' STAKE

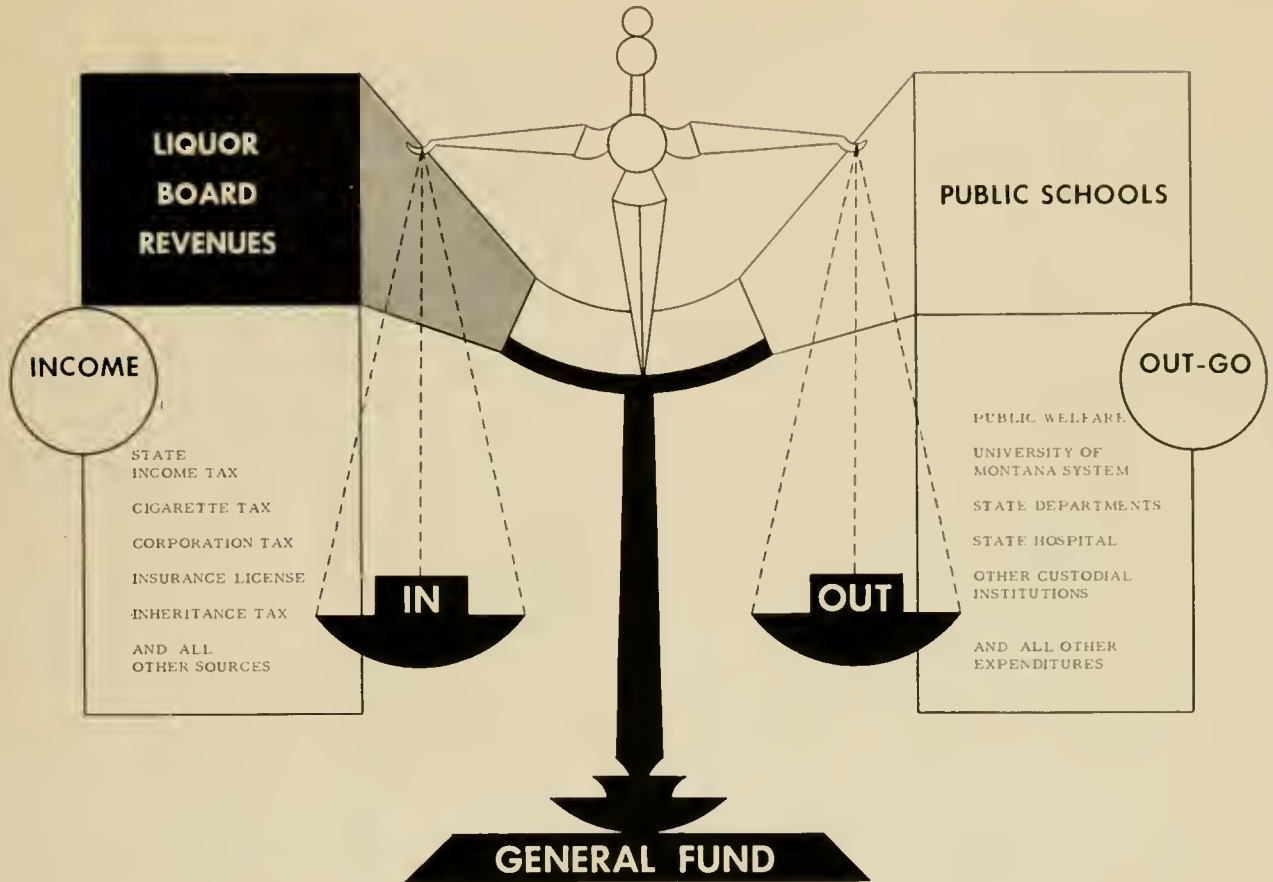
Montana citizens—whether patrons of the state liquor stores or not—all have a large stake in their public enterprise. As their stewards, the Montana Liquor Control Board members are charged with keeping the alcoholic beverage business at a high level morally. As non-salaried public servants, with successful careers in small businesses themselves, they strive (1) to encourage operators of private, licensed premises to carry on business as independently and with as wide latitude as possible within the framework of the law, and (2) to maintain a balance with the protection of all citizens and the state's interests which the law demands. This has been done, with dedication, and as faithfully as humanly possible. This effectiveness has brought to Montana national acclaim and honor this past year for its liquor administrators and business-like program.

To achieve these goals, the Board works to fulfill the Legislature's expectations of substantial revenue for state services generally, but maintain control and keep prices fair

THE CASE FOR CONTROL

Today more than ever before the Montana public expects and demands strict control of the use and traffic in alcoholic beverages. Nationally, 17 states have controlled operations, contrasted with open or licensed states. Even in some open states, certain cities and counties have local control systems. All 10 Canadian provinces have liquor control systems. No state which has lived under the control system has ever changed to open state operations. No control state in the National Alcoholic Beverage Control Association (NABCA) has ever exerted influence to convert any open state to the control state system. However, this policy has not been followed by certain industry interests or industry associations, as they continually urge open state operation where and whenever possible because of the increased consumption that is apparent in the open or license state. Michigan's Constitutional Convention, charged with recommending improvements, is retaining its control liquor system.

Knowledgeable persons studying the question have concluded that total prohibition failed, and they feel strongly that from the standpoint of social control the wholly private licensed operations have failed, largely because the profit motive has excessively promoted the sale and consumption of liquor. Facts show control is wholly essential to the preservation of the liquor industry itself.



Revenue from the state's liquor, wine and beer operations makes the Montana Liquor Control Board one of the greatest contributors to the General Fund. In fact, it ranks Number One over the 29-year span of its existence. For the sake of comparison, the annual revenue developed by the Montana Liquor Control Board nearly equals the costs of the state's public school system.

ADVANTAGES OF STATE SYSTEM

Montana has provided a compromise that is unique among control states, in allowing private licensees to retail bottle liquor across the bars while state stores are open, and for hours after state stores close. The president of the Canadian Association of Provincial Liquor Commissioners, Major N. E. Rodger, told United States control commissioners, "I believe that you treat your licensees a bit more generously than we do." He referred to the additional 5 or 10 per cent that Canadian provinces charge licensees for liquor they sell by the bottle.

There is nothing in post-repeal history to indicate that better control could be provided under the open license system.

All residents of Montana as a control state, as well as the alcoholic beverage supplier doing business privately, are assured of equal treatment, not only as to price, distribution and the elimination of unfair competition but they are protected as to the quality of merchandise. These factors do not necessarily prevail in an open state.

Further indication of the advantages to society of the controlled system may be seen in state store production of **more per capita revenue** and **less per capita consumption** than in the open license states.

REVENUE HIGH

Montana's public enterprise in the alcoholic beverage distribution developed a record total of revenue for the fiscal year ended June 30, 1962. For the first time, it surpassed the \$8 million mark. Specifically, the total revenue developed was \$8,443,567.49. This compared with \$7,861,102 for the previous fiscal year. Sales for the latest fiscal year were up 2.95 per cent from the previous comparable period.

Thus, since the Legislature set up the state's alcoholic beverage system, income has totaled \$132,916,140.37. (See chart on page 3.)

In addition to record sums being channeled into our state's over-all operations, vast amounts are collected for our local governments. Since 1957, the state liquor system has collected 4 per cent tax on the retail price of alcoholic beverages to defray local law enforcement costs. The division is 3 per cent for incorporated cities and one per cent for counties, based on sales in state stores of each jurisdiction. For further details see Law Enforcement Tax Table. (pp. 16-19)



The bottle represents one of the greatest sellers on the State Store shelves. It is a fifth gallon of 86 proof spirit blend whiskey.

All income from the 16 per cent excise tax goes directly into the General Fund. (Also going directly into the General Fund is all revenue from annual liquor and beer licenses. The state's operational markup covers the costs on: Administration and running of the whole system, warehousing and handling, salaries of state stores' and central office personnel, distribution, license issuances and investigations, handling and distribution of the cities' and counties' taxes on alcohol. The distiller pays all advertising costs from his income.

Number of Licenses

One of the greatest problems facing the liquor business is the number of licenses. While it is impossible to decrease the number (except for cause), your Board has been exceedingly strict on the issuances of new licenses.

We presently have 2.49 licenses for every 1,000 population of all ages in Montana. Montana is exceeded only by Nevada with 4.00 licenses per 1,000 population, and Wisconsin with 3.31 per 1,000.

Our neighboring states are as follows: Idaho 1.05, Utah 0.09, Washington 0.38 and Oregon 0.57.

The State Board is charged with the responsibility of checking about 2,168 beer and liquor retail outlets, and 67 wholesale beer distributors.

Beer and liquor licenses (54 veterans', 67 fraternal clubs).....	1,495
Retail beer licenses.....	125
Off premise sale licensees (beer only).....	395
State retail stores.....	153

2,168

Based upon estimated population of 388,000 persons 21 and older, there is an outlet of beer or liquor for every 178 adults.

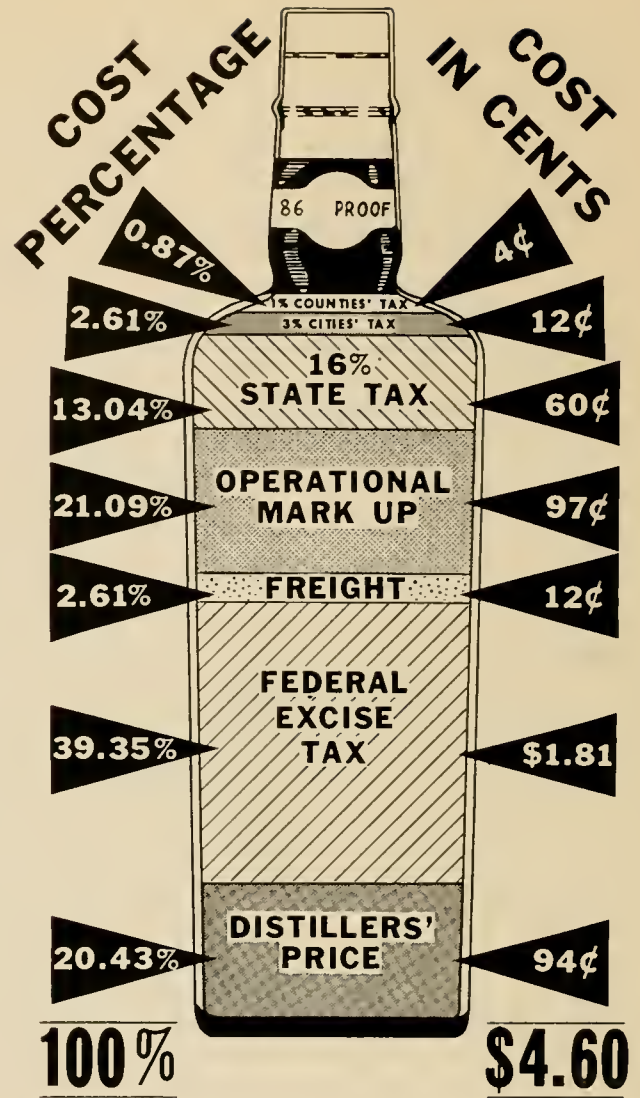


Illustration of the state's cost structure (above) is based on a composite item, with characteristics including fifth size, a certain proof of spirit blend and a \$4.60 price. Of the "Operational Markup," 56 cents is the profit to the state in this instance.

The Montana Warranty Assures Fair Prices

It has long been the policy of the Montana Liquor Control Board to do everything possible to see that the people of Montana obtain the best possible merchandise at prices comparable to other states in the West.

To that end, every company selling liquors to the state is required to comply with the Montana Warranty. This is a guarantee that the prices charged the State of Montana are as low or lower than those charged any other purchaser in the United States.

Through our membership in the National Alcoholic Beverage Control Association, these prices are constantly being checked. On one item alone a discrepancy was discovered (and corrected) that is today saving the people of this state approximately \$2,000.00 per month. It is impossible to determine what this system has saved in the past few years. We are certain the amounts would run to hundreds of thousands of dollars.

In a few areas outside of Montana, certain private merchandisers pick and choose among their stocks to sell items below costs for irregular periods as "loss leaders." These promotional lures frequently are little known brands. This practice lies in the jungle areas of the industry, and misleads some of the consumers into believing something is available for nothing. The truth is that where such price cutting prevails, the merchant must increase the price on other items to offset these "loss leaders" and for survival. Meanwhile, the unsuspecting buyer, who believes the cut rates are applied generally, is hurt when he is lured into purchasing any over-priced item on the shelves surrounding "loss leaders."

The following table compiled from "The Liquor Handbook" shows the prevailing prices of leading brands in the various states as of January 1962. Montana prices compare favorably with the average of these states.

RETAIL SALES OF LEADING BRANDS — FIFTH SIZES (JANUARY 1962)

STATE — Control:	Blend Seagram 7 Crown (Seagram)	Straight Old Crow (National)	Bond Old Forester (Brown- Forman)	Scotch Halg & Halg 5 Star (Renfield)	Canadian Seagram V. O. (Seagram)	Gin Gilbey's (National)	Rum Carloca (Schenley)	Brandy Coronet V. S. Q. (Schenley)	Vodka Smirnoff 80° (Heublein)
Idaho	\$4.55	\$4.80	\$6.80	\$6.65	\$6.45	\$3.90	\$ **	\$4.90	\$4.20
Montana	4.55	4.80	7.05	6.75	6.60	3.70	5.00	4.15
Oregon	4.75	4.95	6.85	6.40	6.50	4.10	4.35	4.90	4.35
Utah	4.50	4.75	6.75	6.50	6.40	3.85	4.90	4.15
Washington ..	5.05	5.30	7.45	6.90	7.00	4.30	4.50	5.15	4.60
Wyoming	**	**	**	**	**	**	4.35	4.95	**
Pennsylvania ^u	4.74	5.00	6.95	6.44	6.78	3.99	4.27	4.99	4.34
Open:									
Arizona	4.82	5.02	6.59	6.51	6.56	4.11	4.61	4.95	4.39
California	4.89	4.99	6.70	6.69	6.50	4.19	4.69	4.97	4.45
Colorado	4.95	4.99	6.69	7.05	6.75	3.99	4.55	5.38	4.57
Hawaii	5.30	5.45	7.53	6.59	7.25	4.45	4.99	5.52	4.85
Kentucky	4.75	4.85	6.49	6.30	6.25	3.85	4.45	4.90	4.25
Minnesota	4.85	4.99	6.79	6.75	6.50	4.15	5.00	4.99	4.59
Nevada	4.75	4.99	6.65	6.59†	6.40	3.99	4.49	4.72	4.29
New Mexico	4.85	5.31	7.00	6.99	6.69	4.37	5.00	5.52	4.84
North Dakota ..	4.95	5.15	6.90	6.95	6.70	4.20	5.00	5.22	4.70

** — Prices not available.

^u — Pennsylvania is the largest single liquor buyer in the world, notwithstanding this, Montana buys at the same price.

† — Sectional price.

Consumption of Distilled Spirits

Consistently we hear the statement that the people of Montana drink more than persons of any other state. Actually, this is completely untrue.

A survey based on figures of the U. S. Bureau of the Census and Distilled Spirits Institute shows the consumption for all of the states, and this is published in "The Liquor Handbook of 1962," a reference book for the industry. This table shows, in part:

	Wine gallons—1961
Average Per Capita Consumption for the United States	1.32
Average Per Capita Consumption for Mountain States	1.24
Average Per Capita Consumption for Montana	1.18

Montana ranks 27th among the 50 states in per capita consumption and 28th in consumption as related to income.

The District of Columbia is high for the nation with consumption at 5.63 wine gallons per capita. Nevada is next at 3.96.

Liquor consumption is greater per capita in open states than in the 17 control states such as Montana. Conversely, the greater revenue is derived from the industry in the control states than in the open states.

COMPARATIVE BALANCE SHEET

As of June 30, 1959-1960-1961-1962

ASSETS	1959	1960	1961	1962
Cash—State Treasurer	\$ 417,722	\$ 347,482	\$ 415,217	\$ 261,305
Petty Cash Funds	4,500	4,875	4,850	4,880
	<u>\$ 422,222</u>	<u>\$ 352,357</u>	<u>\$ 420,067</u>	<u>\$ 266,185</u>
Inventory—Merchandise:				
Stores	\$1,941,587	\$1,880,014	\$1,872,758	\$1,602,967
Warehouse	1,695,379	1,717,419	1,220,223	1,463,420
	<u>\$3,636,966</u>	<u>\$3,597,433</u>	<u>\$3,092,981</u>	<u>\$3,066,387</u>
Fixed:				
Building	\$ 107,286	\$ 102,219	\$ 97,152	\$ 92,085
Machinery and Appliances	6,457	8,121	10,566	13,549
Furniture and Fixtures	29,347	35,215	51,150	39,720
	<u>\$ 143,090</u>	<u>\$ 145,555</u>	<u>\$ 158,868</u>	<u>\$ 145,354</u>
Prepaid Expenses:				
Federal Licenses	\$ 8,355	\$ 8,409	\$ 8,522	\$ 8,517
General Supplies	13,624	12,502	11,584	11,918
Sundry Office Supplies	2,247	2,324	2,090	1,832
Warehouse Supplies	1,089	1,245	1,217	1,140
Postage	363	257	793	592
Official Bonds	819	4,232	2,892	4,353
Insurance	26,928	18,025	8,398	23,151
Due from Distillers	5,560	4,679	1,880	6,471
Railway Claims	2,243	2,232	1,851	2,463
Railway Dining Car Account		228	226	835
Fire and Robbery Claim		146	7,750	
Accounts Receivable	74,641	66,637	51,675	557
	<u>\$4,338,147</u>	<u>\$4,216,261</u>	<u>\$3,770,794</u>	<u>\$3,539,755</u>
LIABILITIES	1959	1960	1961	1962
Accounts Payable	\$ 333,094	\$ 196,438	\$ 677	\$ 401,546
Beer-Liquor License Clearing Account	6,050	2,820	10,867	3,753
Insurance Contingency	25,000	25,000	25,000	25,000
Total Liabilities	\$ 364,144	\$ 224,258	\$ 36,544	\$ 430,299
Invested in Business, July 1	\$3,903,548	\$3,974,003	\$3,992,003	\$3,734,250
Current Year Adjustments	95 Cr.	572	389	1,437
Net Income	6,819,966	7,544,311	7,602,961	7,817,337
	<u>10,723,419</u>	<u>11,518,886</u>	<u>11,595,353</u>	<u>11,553,024</u>
Less Distribution to State-County-City Treasurer	6,749,416	7,526,883	7,861,103	8,443,568
Invested in Business, June 30	\$3,974,003	\$3,992,003	\$3,734,250	\$3,109,456
	<u>\$4,338,147</u>	<u>\$4,216,261</u>	<u>\$3,770,794</u>	<u>\$3,539,755</u>

OPERATING STATEMENT — ALL DEPARTMENTS

For the Years Ended June 30, 1958-1959-1960-1961

LIQUOR DEPARTMENT	1958-1959	1959-1960	1960-1961	1961-1962
Sales—Liquor ..	\$18,894,454	\$19,301,366	\$19,550,495	\$20,126,900
Cost of Liquor Sold	11,963,697	11,776,093	11,928,904	12,206,841
Gross Revenue—Liquor Sales	\$ 6,930,757	\$ 7,525,273	\$ 7,621,591	\$ 7,920,059
Sales—Permits	36,808	38,060	41,429	46,780
Discount Earned	12,794	11,778	6,724	5,284
Other Income	34,253	33,399	31,251	37,828
Gross Revenue—Including Tax	\$ 7,014,612	\$ 7,608,510	\$ 7,700,995	\$ 8,009,951
LIQUOR LICENSE DEPARTMENT				
Liquor Licenses Issued	\$ 530,000	\$ 527,100	\$ 526,900	\$ 517,400
BEER DEPARTMENT				
Beer Licenses Issued	\$ 423,400	\$ 430,810	\$ 438,670	\$ 429,525
Beer Tax Collected	434,459	602,079	637,117	642,159
Total Receipts	\$ 857,859	\$ 1,032,889	\$ 1,075,787	\$ 1,071,684
Total Gross Revenue	\$ 8,402,471	\$ 9,168,499	\$ 9,303,682	\$ 9,599,035
OPERATING EXPENSES				
Federal Licenses	\$ 15,350	\$ 8,360	\$ 8,463	\$ 8,522
Salaries and Commissions	1,030,979	1,056,688	1,099,728	1,159,559
Rent	101,587	105,786	110,529	115,371
Light-Water-Fuel	18,760	21,178	21,907	23,530
Telephone and Telegraph	7,245	8,242	8,518	9,732
General Supplies and Expense	44,277	45,818	47,998	52,276
Postage	5,053	5,092	5,326	5,496
Freight and Drayage	154,010	151,170	163,813	165,281
Travel Expense	31,180	32,709	33,810	39,024
Official Bonds	1,107	1,094	1,722	2,987
Insurance	10,821	9,816	10,308	9,409
Insurance Contingency	3,452	9,316	1,624	723
Industrial Accident Insurance	10,524	10,424	19,861	9,245
Professional Fees	4,200	4,175	5,170	6,726
Repairs and Depreciation	33,438	35,944	42,565	43,998
Breakage and Shortage	2,630	2,999	2,747	3,015
P. E. R. Employment Payment	30,663	31,371	30,398	32,863
Social Security Payment	24,337	29,782	33,624	35,158
Store Audit and Examiners' Fees	39,054	40,340	38,767	44,574
Machine Rentals	13,838	13,884	13,843	14,209
Total Operating Expense	\$ 1,582,505	\$ 1,624,188	\$ 1,700,721	\$ 1,781,698
TOTAL NET INCOME ..	\$ 6,819,966	\$ 7,544,311	\$ 7,602,961	\$ 7,817,337

Distribution of Liquor Revenue Derived from State and County Tax and Liquor License and Beer Department

	Remitted to State Treasurer	Remitted to County Treasurer	Beer Licenses and Taxes	Liquor Licenses	Total
1934	\$ 10,000	\$	\$	\$	\$ 10,000
1935	1,000,000				1,000,000
1936	1,400,000				1,400,000
1937	1,780,425		524,807	245,450	2,550,682
1938	1,929,446		495,000	279,600	2,704,046
1939	1,987,981		493,000	299,990	2,780,971
1940	1,824,988		502,300	267,115	2,594,403
1941	1,973,999		516,700	319,865	2,810,564
1942	2,237,320		496,022	314,863	3,048,205
1943	1,981,107		481,487	356,999	2,819,593
1944	1,562,910		638,078	511,200	2,712,188
1945	1,684,461		564,966	387,300	2,636,727
1946	3,359,984		629,027	468,150	4,457,161
1947	3,191,561		763,372	565,600	4,520,533
1948	6,215,013		761,362	545,000	7,521,375
1949*	1,816,293		475,666	439,300	2,731,259
1949-50	4,648,422		741,727	520,900	5,911,049
1950-51	3,805,770		851,839	598,800	5,256,409
1951-52	4,092,681		861,472	659,400	5,613,553
1952-53	4,405,061		809,840	566,800	5,781,701
1953-54	4,621,135		820,016	559,900	6,001,051
1954-55	4,113,723		821,794	549,600	5,485,117
1955-56	4,652,695		829,240	550,500	6,032,435
1956-57	4,583,738		833,276	543,850	5,960,864
1957-58	4,328,856	561,876	827,173	537,450	6,255,355
1958-59	4,710,242	651,315	857,859	530,000	6,749,416
1959-60	5,323,515	643,379	1,032,889	527,100	7,526,883
1960-61	5,606,733	651,683	1,075,787	526,900	7,861,103
1961-62	6,183,587	670,897	1,071,684	517,400	8,443,568
Total Distribution Since Inception of the Montana Liquor Control Board	\$95,031,646	\$ 3,179,150	\$18,776,383	\$12,189,032	\$129,176,211

*For Fiscal Period—January through June 30, 1949. Established by Laws of 1949.

When Montana Went Dry

Hard liquor had been distributed in the territory or state of Montana more than 50 years when the drys generated such a clamor against it that the Treasure State Legislature voted dry in 1915 and the citizens generally in 1916. Thus, Montana went dry long before prohibition was ordered nationally under the 18th Amendment Jan. 16, 1920.

Actually Montana's first legally dry hours were near the close of New Year's Eve of 1918. The Legislature approved drying up the state in 1915, but only subject to the will of the voting public at the next general election. On Nov. 7, 1916, Montana voted dry by a majority of 28,000 (102,776 to 73,890). So great was the interest that nearly as many voted on this issue as for the President (when Woodrow Wilson was elected over Charles Evans Hughes 101,063 to 66,828).

Less than \$20,000 was reported to have been spent by the dry elements, including the Anti-Saloon League, the Women's Christian Temperance League, and allied groups, and their 1916 success was conceded in the press long before the actual voting. More than four times that much was spent by the Montana Commercial and Labor League and related groups to maintain alcohol.

Hardly had the vote been declared official by then Gov. S. V. Stewart than dry elements started fur-

ther campaigns to force Montana into a dry state immediately, or prior to the Dec. 31, 1918, deadline.

In editorial exchanges, the Missoula Missoulian spotlighted a fresh fact of life thus: "The loss of the revenue from licenses to the cities, counties and state government will have to be made good by some other form of taxation."

However, the agreed upon deadline was honored. This grace period for saloons had been given as part of a legislative compromise to give them time in which to dispose of equipment and stocks.

Prohibition action in the Congress had failed of the necessary two-thirds majority in prior years until Dec. 18, 1917, when the 18th or Volstead Amendment was finally submitted to the states for their ratification. Mississippi was the first to ratify. Montana's Legislature, meeting in an extraordinary session for other reasons, ratified the 18th amendment in 1918, and then Gov. S. V. Stewart approved this on Feb. 21. Nebraska's ratification on Jan. 16, 1919, provided the necessary three-fourths of the states. However, the proclamation putting the prohibition into effect was not issued until Jan. 16, 1920.

Montana's Supreme Court reviewed the state's dry law and March 31, 1919, upheld the law—and declared it was within the state's power to ban near beer.

Dissatisfaction with the effectiveness of prohibition was reflected by action of the Anti-Saloon League even in 1922. A series of state meetings were called to stimulate stricter law enforcement.

RECAPITULATION OF ALL LIQUOR, LIQUOR LICENSE AND BEER REVENUE

December 24, 1933 through June 30, 1962

LIQUOR DEPARTMENT

Sales—Liquor	\$390,852,615	
Cost of Liquor Sold	261,233,116	
Gross Profit—Liquor Sales ..		\$129,619,499
Sales—Permits		1,306,902
Discount Earned		1,055,576
Other Income		452,739
Less Total Expense		\$132,434,716
		31,114,464
Total Profit—Liquor Sales Department		\$101,320,252

LIQUOR LICENSE DEPARTMENT

Liquor Licenses	\$ 12,226,550	
Total Receipts		\$ 12,226,550
Less Total Expense		37,518
Net Profit—Liquor License Department		

BEER DEPARTMENT

\$ 12,189,032

Net Receipts from State Board of Equalization for period—Jan. 1, 1937 through Feb. 28, 1937	\$ 264,079	
Beer Licenses	9,513,175	
Beer Tax	9,136,359	
Miscellaneous Income	169	
Total Receipts		\$ 18,913,782
Less Refunds—Licenses		1,665
		\$ 18,912,117
Less Total Expense		130,734

\$ 18,781,383

Less Surplus Transferred to General Fund by 1949 Law	5,000
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Net Profit—Beer Department	\$ 18,776,383
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TOTAL NET INCOME	\$132,285,667
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TAX PAID BY MONTANA BREWERS AND WHOLESALE BEER DEALERS

	1958-59	1959-60	1960-61	1961-62	Total
Great Falls Breweries, Inc.	\$139,916.53	\$196,775.00	\$206,656.57	\$188,310.26	\$ 731,658.36
Missoula Brewing Company	65,522.35	91,316.27	91,340.83	82,394.83	330,574.28
Butte Brewing Corporation	19,835.76	24,816.98	23,444.09	26,169.16	94,265.99
Kessler Brewing Company	803.33				803.33
Total	\$226,077.97	\$312,908.25	\$321,441.49	\$296,874.25	\$1,157,301.96
Wholesale Beer Dealers	208,380.96	289,171.16	315,675.11	345,284.87	1,158,512.10
TOTAL	\$434,458.93	\$602,079.41	\$637,116.60	\$642,159.12	\$2,315,814.06

CONDENSED REPORTS OF STATE LIQUOR STORES
JULY 1, THROUGH JUNE 30, 1962

Store and Number —	Liquor Sales *1	Permits (50c Each)	Cost of Merchandise Sold	Share of All Operating Costs	Return to State, Cities, Counties
Absarokee—167	\$ 42,584	\$ 82	\$ 25,826	\$ 5,700	\$ 11,070
Alberton—138	54,977	27	33,959	4,775	16,270
Alzada—159	14,720	43	8,941	2,518	3,304
Anaconda—14	566,074	600	345,920	46,326	174,428
Arlee—84	12,697	42	7,423	2,326	2,990
Ashland—88	41,081	108	22,199	5,786	13,204
Augusta—81	40,715	81	24,942	5,871	9,983
Baker—42	108,501	321	66,303	9,557	32,962
Belgrade—76	60,182	66	36,927	6,264	17,057
Belt—63	46,135	156	28,007	5,350	12,934
Bigfork—179	43,353	121	26,164	5,720	11,590
Big Sandy—97	45,652	112	27,938	6,028	11,798
Big Timber—17	104,116	144	63,557	8,967	31,736
Billings—3	593,109	3,085	359,705	58,087	178,402
Billings—4	1,050,844	189	636,922	64,520	349,591
Billings—5	545,607	1,737	329,178	44,962	173,204
Birney—94	13,438	44	7,534	1,918	4,030
Boulder—56	52,053	135	31,858	6,176	14,154
Bozeman—9	452,672	1,815	275,499	29,981	149,007
Brady—153	14,087	19	8,655	2,020	3,431
Broadus—40	43,183	173	26,297	5,812	11,247
Browning—189	242,368	315	136,138	22,490	84,055
Butte—2	765,232	1,497	465,963	70,831	229,935
Butte—116	894,065	1,079	542,732	73,062	279,350
Cascade—79	38,543	78	23,569	5,291	9,761
Chester—35	56,068	74	34,314	6,815	15,013
Chinook—28	104,996	250	63,275	11,128	30,843
Choteau—34	87,090	98	53,352	8,151	25,685
Circle—47	42,539	149	25,906	5,732	11,050
Columbia Falls—73	145,198	165	89,061	14,615	41,687
Columbus—16	60,815	87	36,819	6,658	17,425
Conrad—33	126,417	378	76,955	15,091	34,749
Cooke City—146	10,373	21	6,323	1,416	2,655
Culbertson—89	47,279	138	28,542	6,571	12,304
Cut Bank—45	233,025	237	138,946	18,488	75,828
Darby—85	26,509	80	16,377	4,404	5,808
Decker—142	8,043	24	4,849	1,099	2,119
Deer Lodge—11	159,076	204	97,432	14,682	47,166
Denton—135	24,840	67	15,193	3,363	6,351
Dillon—32	287,827	583	174,990	19,756	93,664
Dodson—132	10,142	32	5,943	1,567	2,664
Drummond—68	45,883	168	28,057	6,319	11,675
Dupuyer—131	13,342	71	7,762	2,107	3,544
Dutton—113	30,271	81	18,465	5,200	6,687
East Helena—83	111,158	205	67,975	8,928	34,460
Ekalaka—41	31,247	106	19,102	5,332	6,919
Elliston—187	24,313	38	14,611	3,364	6,376
Ennis—60	48,053	103	29,275	5,495	13,386
Eureka—69	39,768	256	24,261	5,810	9,953
Fairfield—130	54,341	102	33,177	6,550	14,716
Fairview—120	23,875	65	14,455	3,990	5,495
Flaxville—155	12,529	27	7,609	1,868	3,079
Forsyth—23	122,094	146	73,136	12,753	36,351
Fort Benton—31	77,959	165	47,559	7,668	22,897
Froid—92	12,980	5	7,904	2,436	2,645
Fromberg—91	50,106	82	30,620	6,133	13,435
Gardiner—58	33,236	102	20,388	5,344	7,606
Geraldine—125	17,444	16	10,626	2,474	4,360
Geyser—156	31,620	31	19,320	4,228	8,103
Glasgow—24	318,655	1,156	193,391	24,409	102,011
Glasgow Air Force Base—102	88,905		54,114	9,802	24,989
Glendive—21	226,520	540	137,655	18,253	71,152
Grant—163	3,073	20	1,832	551	710
Great Falls—139	1,309,526	3,050	799,660	104,983	407,933
Great Falls—140	1,264,891	1,965	766,732	90,507	409,617
Hamilton—18	161,700	189	98,336	15,097	48,456
Hardin—37	237,744	780	139,730	19,462	79,332
Harlem—98	83,375	180	48,450	8,694	26,411
Harlowton—38	111,048	230	67,515	9,203	34,560
Havre—26	464,668	1,399	281,769	32,667	151,631
Helena—1	935,446	2,499	569,245	65,481	303,219
Helmville—67	12,668	12	7,769	2,323	2,588
Highwood—166	10,237	22	6,150	1,593	2,516
Hingham—123	45,472	32	27,712	5,883	11,909
Hinsdale—180	11,403	19	7,013	1,907	2,502
Hobson—161	35,944	76	21,982	5,072	8,966
Hot Springs—61	40,396	101	24,535	6,159	9,803
Hysham—10	23,848	71	14,528	3,529	5,862
Jackson—188	11,216	5	6,828	1,699	2,694
Jordan—46	36,526	101	22,300	5,063	9,264

CONDENSED REPORTS OF STATE LIQUOR STORES (Continued)
JULY 1, THROUGH JUNE 30, 1962

Store and Number—	Liquor Sales *1	Permits (50c Each)	Cost of Merchandise Sold	Share of All Operating Costs	Return to State, Cities, Counties
Kalispell—12	469,012	1,797	285,315	33,709	151,785
Kevin—111	18,153	21	11,102	2,466	4,606
Laurel—65	130,590	401	79,823	11,270	39,898
Lewistown—15	388,306	774	236,347	27,438	125,295
Libby—6	142,105	762	86,305	14,565	41,997
Lima—82	26,695	73	16,387	4,681	5,700
Lincoln—112	29,942	72	18,356	4,532	7,126
Livingston—8	332,830	736	201,917	24,328	107,321
Malmstrom Air Force Base—175	58,936		36,129	6,492	16,315
Malta—22	98,208	317	59,391	11,077	28,057
Manhattan—121	28,479	47	17,679	3,786	7,061
Many Glacier—141	18,366	24	11,099	1,884	5,407
Martinsdale—66	6,870	30	4,129	1,094	1,677
Medicine Lake—90	19,232	51	11,676	2,910	4,697
Melstone—136	11,519	33	6,949	1,654	2,949
Miles City—13	377,307	1,031	229,748	29,713	118,877
Missoula—171	1,236,144	3,714	750,600	78,222	411,036
Nashua—95	32,307	99	19,499	4,404	8,503
Neihart—154	14,041	20	8,581	1,956	3,524
Noxon—129	20,187	75	12,236	2,860	5,166
Opheim—152	18,957	70	11,620	2,699	4,708
Ovando—57	20,670	49	12,615	2,907	5,197
Paradise—184	44,445	28	27,240	4,535	12,698
Philipsburg—25	68,307	184	41,752	7,145	19,594
Plains—108	21,530	50	12,995	3,020	5,565
Plentywood—53	131,325	400	80,327	12,783	38,615
Polson—54	152,777	418	92,972	14,389	45,834
Poplar—100	109,665	301	60,166	9,917	39,883
Red Lodge—27	154,369	178	94,167	14,254	46,126
Richey—96	11,127	28	6,730	1,613	2,812
Ronan—101	61,655	317	37,164	6,685	18,123
Roundup—44	101,753	258	61,466	11,576	28,969
Roy—158	19,790	14	11,949	2,762	5,093
Ryegate—48	21,826	31	13,273	3,022	5,562
Saco—103	19,290	32	11,859	3,554	3,909
St. Ignatius—74	49,341	158	28,916	6,483	14,100
St. Regis—185	28,043	56	17,123	4,024	6,952
Scobey—51	56,484	313	34,410	7,144	15,243
Seeley Lake—122	30,358	120	18,506	4,476	7,496
Shelby—29	189,457	542	115,583	18,254	56,162
Sheridan—105	47,672	80	29,030	5,994	12,728
Sidney—50	180,787	392	109,769	16,175	55,235
Stanford—43	49,679	164	30,309	4,800	14,734
Stevensville—115	19,100	102	11,584	2,705	4,913
Stockett—99	23,308	57	14,120	3,258	5,987
Sunburst—126	30,180	73	18,531	4,683	7,039
Superior—30	40,266	168	24,546	6,095	9,793
Sweetgrass—80	16,951	30	10,365	4,300	2,316
Terry—20	37,262	132	22,606	4,439	10,349
Thompson Falls—7	50,113	177	30,378	5,756	14,156
Three Forks—72	45,149	96	27,572	5,554	12,119
Townsend—49	69,724	119	42,613	8,171	19,059
Troy—70	51,983	187	31,807	7,022	13,341
Turner—157	11,933	14	7,177	1,671	3,099
Twin Bridges—77	37,637	53	23,001	4,611	10,078
Valier—78	30,559	111	18,541	4,775	7,354
Victor—172	31,258	19	19,073	4,040	8,164
Virginia City—55	16,772	19	10,344	2,500	3,947
Walkerville—137	202,799	107	124,431	16,644	61,831
Westby—93	16,719	38	10,204	2,334	4,219
West Glacier—62	18,996	243	11,472	2,622	5,145
West Yellowstone—59	112,023	390	68,672	10,878	32,863
Whitefish—64	163,196	340	99,466	14,652	49,418
Whitehall—104	56,844	122	34,603	6,636	15,727
White Sulphur Springs—36	81,990	170	49,016	8,303	24,841
Wibaux—19	41,337	99	25,093	5,835	10,508
Wilsall—117	28,912	39	17,713	4,431	6,807
Winifred—160	15,574	11	9,512	2,273	3,800
Winnett—39	22,207	62	13,558	3,480	5,231
Wisdom—71	31,825	29	19,447	4,027	8,380
Wolf Creek—183	21,763	56	13,365	3,728	4,726
Wolf Point—52	178,031	481	105,827	15,329	57,356
Worden—118	44,248	104	27,104	5,414	11,924
1962 TOTAL	\$20,126,900	\$46,780	\$12,206,841	\$1,781,698	\$6,185,141
Discount Earned					5,284
Other Income					37,828
					\$6,228,253

*1 Includes 16% state excise, 4% county-city law enforcement tax.

Example of New Larger Volume Sales Store



It has been the policy of the Montana Liquor Control Board to upgrade the physical conditions and appearances of State Stores as leases expire and more desirable locations are becoming available. The State Liquor Store is one of the relatively few direct contacts many citizens have with the State Government. As such, it should have an atmosphere of dignity, should be clean and neat, and should be conveniently situated to best serve both the individual citizens and the bar customers. Such specifications should be and are contracted for at the most reasonable cost which can be obtained from competitive bidding. In the past year

Example of New Medium Volume Sales Store



or so new or remodeled stores have been established in Anaconda, Bozeman, Glendive, Livingston, Missoula, Kalispell, Philipsburg, Darby, Dutton, Ronan, Shelby, Conrad, Miles City, Townsend, Billings and Great Falls. In every case, the stores are attractive, efficient to work, well situated near the center of the business community, available to parking, and leased at rates generally lower than surrounding building space. The Board feels that it is certain that the goals of control and efficiency are better served by such stores than by the dark, unattractive locations on back streets which has too often prevailed in the past.

For Counties and Cities; Also Total Sales—July 1, 1961, through June 30, 1962

The Legislature in 1957 enacted a 4 per cent tax on the retail price of liquor to defray costs of law enforcement in counties and cities.

The Montana Liquor Control Board distributes the 4 per cent tax quarterly to each county treasurer, pro rated on the retail sales of state stores in each county. For the 12 months ended June 30, 1962, the 4 per cent totaled \$670,897.

Each incorporated city received 3 per cent of the total state store sales in each. The county general fund retains the 1 per cent, plus the 3 per cent of sales from each state store in an unincorporated community.

Thus, revenue generated from state store sales in unincorporated communities defrays law enforcement costs for these areas through the sheriffs' staffs, as well as for a few incorporated cities which do not have state stores.

The cities in bold type below are county seats. Every county seat has a state store.

(Population Figures are 1960 Census)					
County	City	1%-County	3%-City	Liquor Sales	Percentage Total Sales
BEAVERHEAD Pop. 7,194	Dillon	\$ 2,399	\$ 7,196		
	Wisdom	265	795		
	Lima	222	667		
	Jackson	93	280		
	Grant	26	78		
		\$ 3,005	\$ 9,016	\$ 360,635	1.79%
BIG HORN Pop. 10,007	Hardin	\$ 1,981	\$ 5,944		
	Decker	67	201		
		\$ 2,048	\$ 6,145	\$ 245,787	1.22%
BLAINE Pop. 8,091	Chinook	\$ 875	\$ 2,625		
	Harlem	695	2,085		
	Turner	99	298		
		\$ 1,669	\$ 5,008	\$ 200,304	1.00%
BROADWATER Pop. 2,804	Townsend	\$ 581	\$ 1,743		
		\$ 581	\$ 1,743	\$ 69,724	.35%
CARBON Pop. 8,317	Red Lodge	\$ 1,286	\$ 3,859		
	Fromberg	418	1,253		
		\$ 1,704	\$ 5,112	\$ 204,475	1.02%
CARTER Pop. 2,493	Ekalaka	\$ 260	\$ 781		
	Alzada	123	368		
		\$ 383	\$ 1,149	\$ 45,967	.23%
CASCADE Pop. 73,418	Great Falls—139	\$ 10,913	\$ 32,739		
	Great Falls—140	10,541	31,623		
	Malmstrom Air Force Base	491	1,473		
	Belt	384	1,153		
	Cascade	321	963		
	Stockett	194	583		
	Neihart	117	351		
		\$ 22,961	\$ 68,885	\$ 2,755,380	13.69%
CHOUTEAU Pop. 7,348	Fort Benton	\$ 650	\$ 1,950		
	Big Sandy	380	1,141		
	Geraldine	145	436		
	Highwood	85	256		
		\$ 1,260	\$ 3,783	\$ 151,292	.75%
CUSTER Pop. 13,227	Miles City	\$ 3,144	\$ 9,433		
		\$ 3,144	\$ 9,433	\$ 377,307	1.87%
DANIELS Pop. 3,755	Scobey	\$ 471	\$ 1,412		
	Flaxville	104	313		
		\$ 575	\$ 1,725	\$ 69,013	.34%
DAWSON Pop. 12,314	Glendive	\$ 1,888	\$ 5,663		
	Richey	93	278		
		\$ 1,981	\$ 5,941	\$ 237,647	1.18%
DEER LODGE Pop. 18,640	Anaconda	\$ 4,717	\$ 14,152		
		\$ 4,717	\$ 14,152	\$ 566,074	2.81%

MONTANA LIQUOR CONTROL BOARD

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County	City	1%-County	3%-City	Liquor Sales	Percentage Total Sales
FALLON Pop. 3,997	Baker	\$ 904	\$ 2,712		
		\$ 904	\$ 2,712	\$ 108,500	.51%
FERGUS Pop. 14,018	Lewistown	\$ 3,236	\$ 9,708		
	Denton	207	621		
	Roy	165	495		
	Winifred	130	389		
		\$ 3,738	\$ 11,213	\$ 448,509	2.23%
FLATHEAD Pop. 32,965	Kalispell	\$ 3,908	\$ 11,725		
	Whitefish	1,360	4,080		
	Columbia Falls	1,210	3,630		
	Bigfork	361	1,084		
	West Glacier	158	475		
		\$ 6,997	\$ 20,994	\$ 839,755	4.17%
GALLATIN Pop. 26,045	Bozeman	\$ 3,772	\$ 11,317		
	West Yellowstone	934	2,801		
	Belgrade	502	1,505		
	Three Forks	376	1,128		
	Manhattan	237	712		
		\$ 5,821	\$ 17,463	\$ 698,506	3.47%
GARFIELD Pop. 1,981	Jordan	\$ 304	\$ 913		
		\$ 304	\$ 913	\$ 36,526	.18%
GLACIER Pop. 11,565	Browning	\$ 2,020	\$ 6,059		
	Cut Bank	1,942	5,826		
	Many Glacier	153	459		
		\$ 4,115	\$ 12,344	\$ 493,759	2.45%
GOLDEN VALLEY Pop. 1,203	Ryegate	\$ 182	\$ 546		
		\$ 182	\$ 546	\$ 21,826	.11%
GRANITE Pop. 3,014	Philipsburg	\$ 569	\$ 1,708		
	Drummond	382	1,147		
		\$ 951	\$ 2,855	\$ 114,190	.57%
HILL Pop. 18,653	Havre	\$ 3,872	\$ 11,616		
	Hingham	379	1,147		
		\$ 4,251	\$ 12,753	\$ 510,140	2.53%
JEFFERSON Pop. 4,297	Whitehall	\$ 474	\$ 1,421		
	Boulder	434	1,301		
		\$ 908	\$ 2,722	\$ 108,897	.54%
JUDITH BASIN Pop. 3,085	Stanford	\$ 414	\$ 1,242		
	Hobson	300	899		
	Geyser	263	790		
		\$ 977	\$ 2,931	\$ 117,243	.58%
LAKE Pop. 13,104	Polson	\$ 1,273	\$ 3,819		
	Ronan	514	1,541		
	St. Ignatius	411	1,234		
	Arlee	106	317		
		\$ 2,304	\$ 6,911	\$ 276,470	1.37%
LEWIS AND CLARK Pop. 28,006	Helena	\$ 7,796	\$ 23,386		
	East Helena	926	2,779		
	Augusta	339	1,017		
	Lincoln	250	749		
	Wolf Creek	181	544		
		\$ 9,492	\$ 28,475	\$ 1,139,023	5.66%
LIBERTY Pop. 2,624	Chester	\$ 467	\$ 1,402		
		\$ 467	\$ 1,402	\$ 56,068	.28%
LINCOLN Pop. 12,537	Libby	\$ 1,184	\$ 3,553		
	Troy	433	1,300		
	Eureka	331	994		
		\$ 1,948	\$ 5,847	\$ 233,857	1.16%

MONTANA LIQUOR CONTROL BOARD

County	City	1%-County	3%-City	Liquor Sales	Percentage Total Sales
MADISON Pop. 5,211	Ennis	\$ 400	\$ 1,201		
	Sheridan	397	1,192		
	Twin Bridges	314	941		
	Virginia City	140	419		
		\$ 1,251	\$ 3,753	\$ 150,135	.75%
McCONE Pop. 3,321	Circle	\$ 355	\$ 1,063		
		\$ 355	\$ 1,063	\$ 42,539	.21%
MEAGHER Pop. 2,616	White Sulphur Springs	\$ 683	\$ 2,050		
	Martinsdale	57	172		
		\$ 740	\$ 2,222	\$ 88,860	.44%
MINERAL Pop. 3,037	Alberton	\$ 458	\$ 1,374		
	Superior	336	1,007		
	St. Regis	234	701		
		\$ 1,028	\$ 3,082	\$ 123,286	.61%
MISSOULA Pop. 44,663	Missoula	\$ 10,301	\$ 30,904		
	Seeley Lake	253	759		
		\$ 10,554	\$ 31,663	\$ 1,266,502	6.29%
MUSSELSHELL Pop. 4,988	Roundup	\$ 848	\$ 2,544		
	Melstone	96	288		
		\$ 944	\$ 2,832	\$ 113,272	.56%
PARK Pop. 13,168	Livingston	\$ 2,774	\$ 8,321		
	Gardiner	277	831		
	Wilsall	241	723		
	Cooke City	86	259		
		\$ 3,378	\$ 10,134	\$ 405,352	2.01%
PETROLEUM Pop. 894	Winnett	\$ 185	\$ 555		
		\$ 185	\$ 555	\$ 22,207	.11%
PHILLIPS Pop. 6,027	Malta	\$ 818	\$ 2,455		
	Saco	161	482		
	Dodson	85	254		
		\$ 1,064	\$ 3,191	\$ 127,640	.63%
PONDERA Pop. 7,653	Conrad	\$ 1,053	\$ 3,160		
	Valier	255	764		
	Brady	117	352		
	Dupuyer	111	334		
		\$ 1,536	\$ 4,610	\$ 184,406	.92%
POWDER RIVER Pop. 2,485	Broadus	\$ 360	\$ 1,079		
		\$ 360	\$ 1,079	\$ 43,183	.21%
POWELL Pop. 7,002	Deer Lodge	\$ 1,326	\$ 3,977		
	Elliston	203	608		
	Ovando	172	516		
	Helmville	106	317		
		\$ 1,807	\$ 5,418	\$ 216,727	1.08%
PRAIRIE Pop. 2,318	Terry	\$ 311	\$ 932		
		\$ 311	\$ 932	\$ 37,262	.19%
RAVALLI Pop. 12,341	Hamilton	\$ 1,348	\$ 4,043		
	Victor	260	781		
	Darby	221	663		
	Stevensville	159	477		
		\$ 1,988	\$ 5,964	\$ 238,567	1.19%
RICHLAND Pop. 10,504	Sidney	\$ 1,507	\$ 4,520		
	Fairview	199	597		
		\$ 1,706	\$ 5,117	\$ 204,662	1.02%

MONTANA LIQUOR CONTROL BOARD

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County	City	%-County	%-City	Liquor Sales	Percentage Total Sales
ROOSEVELT	Wolf Point	\$ 1,484	\$ 4,451		
Pop. 11,731	Poplar	914	2,742		
	Culbertson	394	1,182		
	Froid	108	324		
		\$ 2,900	\$ 8,699	\$ 347,954	1.73%
ROSEBUD	Forsyth	\$ 1,018	\$ 3,052		
Pop. 6,187	Ashland	342	1,027		
	Birney	112	336		
		\$ 1,472	\$ 4,415	\$ 176,613	.88%
SANDERS	Thompson Falls	\$ 418	\$ 1,253		
Pop. 6,880	Paradise	370	1,111		
	Hot Springs	337	1,010		
	Plains	179	538		
	Noxon	168	505		
		\$ 1,472	\$ 4,417	\$ 176,672	.88%
SHERIDAN	Plentywood	\$ 1,095	\$ 3,283		
Pop. 6,458	Medicine Lake	160	481		
	Westby	139	418		
		\$ 1,394	\$ 4,182	\$ 167,277	.83%
SILVER BOW	Butte—116	\$ 7,451	\$ 22,352		
Pop. 46,454	Butte—2	6,377	19,131		
	Walkerville	1,690	5,070		
		\$ 15,518	\$ 46,553	\$ 1,862,096	9.25%
STILLWATER	Columbus	\$ 507	\$ 1,520		
Pop. 5,526	Absarokee	355	1,065		
		\$ 862	\$ 2,585	\$ 103,399	.51%
SWEET GRASS	Big Timber	\$ 868	\$ 2,603		
Pop. 3,290		\$ 868	\$ 2,603	\$ 104,116	.52%
TETON	Choteau	\$ 726	\$ 2,177		
Pop. 7,295	Fairfield	453	1,359		
	Dutton	252	756		
		\$ 1,431	\$ 4,292	\$ 171,702	.85%
TOOLE	Shelby	\$ 1,579	\$ 4,736		
Pop. 7,904	Sunburst	252	755		
	Kevin	151	453		
	Sweetgrass	141	424		
		\$ 2,123	\$ 6,368	\$ 254,741	1.27%
TREASURE	Hysham	\$ 199	\$ 596		
Pop. 1,345		\$ 199	\$ 596	\$ 23,848	.12%
VALLEY	Glasgow	\$ 2,655	\$ 7,966		
Pop. 17,080	Glasgow Air Base	741	2,223		
	Nashua	269	808		
	Opheim	158	474		
	Hinsdale	95	285		
		\$ 3,918	\$ 11,756	\$ 470,226	2.34%
WHEATLAND	Harlowton	\$ 925	\$ 2,775		
Pop. 3,026		\$ 925	\$ 2,776	\$ 111,048	.55%
WIBAUX	Wibaux	\$ 344	\$ 1,033		
Pop. 1,698		\$ 344	\$ 1,033	\$ 41,337	.21%
YELLOWSTONE	Billings—4	\$ 8,757	\$ 26,271		
Pop. 79,016	Billings—3	4,943	14,828		
	Billings—5	4,547	13,640		
	Laurel	1,088	3,265		
	Worden	369	1,106		
		\$ 19,704	\$ 59,110	\$ 2,364,397	11.75%
TOTAL		\$167,724	\$503,173	\$20,126,900	100.00%

MONTANA LIQUOR CONTROL BOARD

CLASSIFICATION OF SALES BY CASES JULY 1, 1961 THROUGH JUNE 30, 1962

CLASSIFICATION —	Gallon	½-Gallon	Quart	Fifth	Pint	¼-Fifth	½-Pint	1/10-Pint	Total Cases	Per Cent
American Whiskey, Bonded		4	1	5,097	503		14	5	5,624	1.28%
Canadian Whiskey, Blended		24		14,694	406			31	15,155	3.46%
Straight Whiskey	117	216	3	89,351	9,548		4,599	174	104,008	23.73%
Spirit Blend Whiskey		24	20,353	56,378	9,818		8,173	238	94,984	21.67%
Scotch and Irish	2	7		12,835		252	7	28	13,131	2.99%
TOTAL WHISKEY	119	275	20,357	178,355	20,275	252	12,793	476	232,902	53.13%
Gin and Specialties		41	3,607	13,942	1,006	149	279	11	19,035	4.34%
Vodka		19	4,911	33,941	4,351		2	88	43,312	9.88%
Brandy	2	114		13,271	1	1,487		18	14,893	3.40%
Rum		6		4,718		316		4	5,044	1.15%
Cordials and Liqueurs			126	9,618		175	21	15	9,955	2.27%
Specialties	67			333	3				403	.09%
Wines and Vermouths	6	34,053	39	73,456	119	586	20	32	108,311	24.71%
Champagne, Sparkling Burgundy		6		1,559		171	29		1,765	.40%
Bitters and Ale						2,526	109		2,766	.63%
TOTAL WINES, MISC.	75	34,239	8,683	150,838	5,480	5,410	460	168	205,484	46.87%
TOTAL CASE SALES	194	34,514	29,040	329,193	25,755	5,662	13,253	644	438,386	100.00%

The breakdown:

CLASSIFICATION OF SALES BY CASES JULY 1, 1961 THROUGH JUNE 30, 1962

[illegible]

~~RECEIVED~~

~~NAME~~

~~MONTANA EXECUTIVE~~
~~COUNCIL~~



39858—STATE PUB. CO., HELENA, MONT.